

Message Text

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PAGE 01 CARACA 08805 202251Z

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

AID-05 /030 W
----- 081189

R 202205Z JUL 76
FM AMEMBASSY CARACAS
TO SECSTATE WASHDC 4028

UNCLAS CARACAS 8805

FOR COMMERCE MEPD

E.O. 11652: N/A
TAGS: BENC, VE
SUBJECT: MAJOR PROJECT: RAILROAD

REF: STATE 178823

PULLMAN/PARSONS/MKT HAVE ALL BEEN IN CONTACT WITH COMMERCIAL ATTACHE REGARDING PROPOSED VISIT BY OFFICIALS OF EACH COMPANY TO CARACAS JULY 26 THROUGH 30. MEETINGS HAVE BEEN ARRANGED WITH DR. AGOSTINI AND DR. LYON LUCCHESI, PRESIDENT AND SECRETARY GENERAL RESPECTIVELY OF RAILROAD INSTITUTE, TO DISCUSS BIDDING PROCEDURES. CONSORTIUM HAS REQUESTED COMMERCIAL ATTACHE ACCOMPANY ON VISIT.

2. CONSORTIUM OF OPINION THAT FIXED COST BIDDING REQUIRED BY RAILROAD INSTITUTE IS INCONSISTENT WITH GENERAL ECONOMIC SITUATION WORLDWIDE AND WOULD PREFER TARGET ESTIMATE BIDDING FOR PROJECT OF THIS MAGNITUDE.

3. IT IS POSSIBLE THAT GERMAN AND ITALIAN CONSORTIA MAY HAVE SAME VIEW OF FIXED PRICE BIDDING AS US CONSORIUM.

4. COMMENT - INASMUCH AS BULK OF 10 FIRMS BIDDING ON THIS PROJECT ARE STATE-OWNED ENTERPRISES OF THE VARIOUS INTERESTED NATIONS IT IS DOUBTFUL THAT BIDDING PROCEDURES COULD BE CHANGED WITHOUT CONSENSUS AMONGST BIDDERS. INASMUCH AS RISKS UNCLASSIFIED

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ARE LESS IMPORTANT TO GOVERNMENT ENTITIES THAN TO COMMERCIAL

FIRMS, FIXED PRICE BIDDING MAY NOT BE AS IMPORTANT TO MOST
OF THE BIDDERS. NEVERTHELESS THE EFFORT BEING MADE TO CHANGE
THE BIDDING TERMS IS WORTHWHILE.

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Margaret P. Grafeld
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